

Clerk of the House of Representatives  
Legislative Resource Center  
B-106 Cannon Building  
Washington, DC 20515

<http://lobbyingdisclosure.house.gov>

Secretary of the Senate  
Office of Public Records  
232 Hart Building  
Washington, DC 20510

<http://www.senate.gov/lobby>

## LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required to Complete This Page

1. Registrant Name ☒ Organization/Lobbying Firm ☐ Self Employed Individual

Fierce, Isakowitz & Blalock

2. Address ☐ Check if different than previously reported

Address1 1155 F Street NW

Address2 Suite 950

City Washington

State DC

Zip Code 20004

Country USA

3. Principal place of business (if different than line 2)

City

State

Zip Code

Country

4a. Contact Name

b. Telephone Number

c. E-mail

☐ International Number

Mr. Mark Isakowitz

(202) 333-8667

5. Senate ID#

44812-470

7. Client Name

☐ Self

☐ Check if client is a state or local government or instrumentality

American Insurance Association

6. House ID#

315070030

### TYPE OF REPORT

8. Year 2010

Q1 (1/1 - 3/31) ☒

Q2 (4/1 - 6/30) ☐

Q3 (7/1-9/30) ☐

Q4 (10/1 - 12/31) ☐

9. Check if this filing amends a previously filed version of this report ☐

10. Check if this is a Termination Report ☐

Termination Date

11. No Lobbying Issue Activity ☒

### INCOME OR EXPENSES - YOU MUST complete either Line 12 or Line 13

#### 12. Lobbying

INCOME relating to lobbying activities for this reporting period was:

Less than \$5,000 ☐

\$5,000 or more ☒

\$ 50,000.00

Provide a good faith estimate, rounded to the nearest \$10,000, of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).

#### 13. Organizations

EXPENSE relating to lobbying activities for this reporting period were:

Less than \$5,000 ☐

\$5,000 or more ☐

\$

#### 14. REPORTING

Check box to indicate expense accounting method. See instructions for description of options.

☒ Method A. Reporting amounts using LDA definitions only

☐ Method B. Reporting amounts under section 6033(b)(8) of the Internal Revenue Code

☐ Method C. Reporting amounts under section 162(e) of the Internal Revenue Code

Signature

Date 04/20/2010

Printed Name and Title Mark Isakowitz, President

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code

INS

Insurance

(one per page)

16. Specific lobbying issues

Systematic Risk Regulator  
Financial Services Regulatory Reform  
Federal Regulation of Insurance  
McCarran-Ferguson Act

17. House(s) of Congress and Federal agencies ☐ Check if None

Senate, House of Representatives

18. Name of each individual who acted as a lobbyist in this issue area

First Name	Last Name	Suffix	Covered Official Position (if applicable)	New
Mark	Isakowitz		Press Secretary for Cong Paul Gillmor	<input type="checkbox"/>
Kirk	Blalock		Confidential Assistant to the SEC, US Dept of Edu	<input type="checkbox"/>
Kirk	Blalcok		Special Asst. to the President	<input type="checkbox"/>
Kirk	Blalock		Deputy Director of Public Liaison, The White Hou	<input type="checkbox"/>
Kirsten	Chadwick		Special Asst to the President for Leg. Affairs	<input type="checkbox"/>
Mike	Chappell		Press Aid/Office Mngr to Rep Roger Wicker	<input type="checkbox"/>
Mike	Chappell		Deputy Chief of Staff for Rep Chip Pickering	<input type="checkbox"/>
Katie	Huffard		Leg Asst for Senator Bill Frist	<input type="checkbox"/>
Katie	Huffard		Deputy Press Secretary to Richard Shelby	<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

Printed Name and Title Mark Isakowitz, President

**ADDENDUM for General Lobbying Issue**

INS - Insurance

Name			Covered Official Position (if applicable)	New
First	Last	Suffix		
Kate	Hull		Staff Dir for Senate HELP Com & Subcom on Ag	<input type="checkbox"/>
Kate	Hull		Senior Legislative Asst to Tim Hutchinson	<input type="checkbox"/>
Kate	Hull		Legislative Staff for Senator Bill Cohen	<input type="checkbox"/>
Aleix	Jarvis		Legislative Director- Senator Lindsey Graham	<input type="checkbox"/>
Aleix	Jarvis		Staff Assistant to Congressman Charles Taylor	<input type="checkbox"/>
Aleix	Jarvis		Legislative Director- Congressman Lindsey Gra	<input type="checkbox"/>
Aleix	Jarvis		Legislative Asst. to Congressman Lindsey Grah	<input type="checkbox"/>
Don	Fierce			<input type="checkbox"/>
Katie	Huffard		Staff Assistant, Senator Helms	<input type="checkbox"/>
Katie	Huffard		Legislative Aide, Senator Bill Frist	<input type="checkbox"/>
Katie	Huffard		Professional Staff Member, Senate Labor Comr	<input type="checkbox"/>

**Printed Name and Title** Mark Isakowitz, President

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code

BAN

Banking

(one per page)

16. Specific lobbying issues

Systematic Risk Regulator  
Financial Services Regulatory Reform  
Corporate Governance

17. House(s) of Congress and Federal agencies ☐ Check if None

House of Representatives, Senate

18. Name of each individual who acted as a lobbyist in this issue area

First Name	Last Name	Suffix	Covered Official Position (if applicable)	New
Mark	Isakowitz		Press Secretary for Cong Paul Gillmor	<input type="checkbox"/>
Kirk	Blalock		Confidential Assistant to the SEC, US dept of Edu	<input type="checkbox"/>
Kirk	Blalock		Special Asst. to the President	<input type="checkbox"/>
Kirk	Blalock		Deputy Director of Public Liaison, The White House	<input type="checkbox"/>
Kirsten	Chadwick		Special Asst to the President for Leg. Affairs	<input type="checkbox"/>
Mike	Chappell		Press Aid/Office Mngr to Rep Roger Wicker	<input type="checkbox"/>
Mike	Chappell		Deputy Chief of Staff for Rep Chip Pickering	<input type="checkbox"/>
Katie	Huffard		Leg Asst for Senator Bill Frist	<input type="checkbox"/>
Katie	Huffard		Deputy Press Secretary to Richard Shelby	<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

Printed Name and Title Mark Isakowitz, President

**ADDENDUM for General Lobbying Issue**

BAN - Banking

Name			Covered Official Position (if applicable)	New
First	Last	Suffix		
Kate	Hull		Staff Dir for Senate HELP Com & Subcom on Ag	<input type="checkbox"/>
Kate	Hull		Senior Legislative Asst. to Tim Hutchinson	<input type="checkbox"/>
Kate	Hull		Legislative Staff for Senator Bill Cohen	<input type="checkbox"/>
Aleix	Jarvis		Legislative Director- Senator Lindsey Graham	<input type="checkbox"/>
Aleix	Jarvis		Staff Assistant to Congressman Charles Taylor	<input type="checkbox"/>
Aleix	Jarvis		Legislative Director- Congressman Lindsey Gra	<input type="checkbox"/>
Aleix	Jarvis		Legislative Asst. to Congressman Lindsey Grah	<input type="checkbox"/>
Katie	Huffard		Staff Assistant, Senator Helms	<input type="checkbox"/>
Katie	Huffard		Legislative Aide, Senator Bill Frist	<input type="checkbox"/>
Katie	Huffard		Professional Staff Member, Senate Labor Comr	<input type="checkbox"/>
Don	Fierce			<input type="checkbox"/>

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code

HCR

Health Issues

(one per page)

16. Specific lobbying issues

H.R. 3590: Patient Protection and Affordable Care Act

H.R. 4872: Health Care and Education Affordability Reconciliation

17. House(s) of Congress and Federal agencies

☐ Check if None

House of Representatives, Senate

18. Name of each individual who acted as a lobbyist in this issue area

First Name	Last Name	Suffix	Covered Official Position (if applicable)	New
Mark	Isakowitz		Press Secretary for Cong Paul Gillmor	<input type="checkbox"/>
Kirk	Blalock		Confidential Assistant to the SEC, US dept of Edu	<input type="checkbox"/>
Kirk	Blalock		Special Asst. to the President	<input type="checkbox"/>
Kirk	Blalock		Deputy Director of Public Liason, The White House	<input type="checkbox"/>
Kirsten	Chadwick		Special Asst to the President for Leg. Affairs	<input type="checkbox"/>
Mike	Chappell		Press Aid/Office Mngr to Rep Roger Wicker	<input type="checkbox"/>
Mike	Chappell		Deputy Chief of Staff for Rep Chip Pickering	<input type="checkbox"/>
Katie	Huffard		Leg Asst for Senator Bill Frist	<input type="checkbox"/>
Katie	Huffard		Deputy Press Secretary to Richard Schelby	<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

**Printed Name and Title** Mark Isakowitz, President

**ADDENDUM for General Lobbying Issue**

HCR - Health Issues

Name			Covered Official Position (if applicable)	New
First	Last	Suffix		
Kate	Hull		Staff Def for Senate HELP Com & Subcom on A	<input type="checkbox"/>
Kate	Hull		Senior Legislative Asst to Tim Hutchinson	<input type="checkbox"/>
Kate	Hull		Legislative Staff for Senator Bill Cohen	<input type="checkbox"/>
Aleix	Jarvis		Legislative Director- Senator Lindsey Graham	<input type="checkbox"/>
Aleix	Jarvis		Staff Assistant to Congressman Charles Taylor	<input type="checkbox"/>
Aleix	Jarvis		Legislative Director- Congressman Lindsey Gral	<input type="checkbox"/>
Aleix	Jarvis		Legislative Asst. to Congressman Lindsey Grah	<input type="checkbox"/>
Katie	Huffard		Staff Assistant, Senator Helms	<input type="checkbox"/>
Katie	Huffard		Legislative Aide, Senator Bill Frist	<input type="checkbox"/>
Katie	Huffard		Professional Staff Member, Senate Labor Comr	<input type="checkbox"/>
Don	Fierce			<input type="checkbox"/>

**Printed Name and Title** Mark Isakowitz, President

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Add additional page(s) as needed.

15. General issue area code

MMM

Medicare/Medicaid

(one per page)

16. Specific lobbying issues

H.R. 3590: Patient Protection and Affordable Care Act

H.R. 4872: Health Care and Education Affordability Reconciliation Act

17. House(s) of Congress and Federal agencies

☐

Check if None

House of Representatives, Senate

18. Name of each individual who acted as a lobbyist in this issue area

First Name	Last Name	Suffix	Covered Official Position (if applicable)	New
Mark	Isakowitz		Press Secretary for Cong Paul Gillmor	<input type="checkbox"/>
Kirk	Blalock		Confidential Assistant to the SEC, US dept of Edu	<input type="checkbox"/>
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Mike	Chappell		Deputy Chief of Staff for Rep Chip Pickering	<input type="checkbox"/>
Katie	Huffard		Leg Asst for Senator Bill Frist	<input type="checkbox"/>
Katie	Huffard		Deputy Press Secretary to Richard Shelby	<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒

Check if None

Printed Name and Title Mark Isakowitz, President



**ADDENDUM for General Lobbying Issue**

MMM - Medicare/Medicaid

Name			Covered Official Position (if applicable)	New
First	Last	Suffix		
Kate	Hull		Staff Dir for Senate HELP Com & Subcom on Ag	<input type="checkbox"/>
Kate	Hull		Senior Legislative Asst. to Tim Hutchinson	<input type="checkbox"/>
Kate	Hull		Legislative Staff for Senator Bill Cohen	<input type="checkbox"/>
Aleix	Jarvis		Legislative Director- Senator Lindsey Graham	<input type="checkbox"/>
Aleix	Jarvis		Staff Assistant to Congressman Charles Taylor	<input type="checkbox"/>
Aleix	Jarvis		Legislative Director- Congressman Lindsey Gra	<input type="checkbox"/>
Aleix	Jarvis		Legislative Asst. to Congressman Lindsey Grah	<input type="checkbox"/>
Katie	Huffard		Staff Assistant, Senator Helms	<input type="checkbox"/>
Katie	Huffard		Legislative Aide, Senator Bill Frist	<input type="checkbox"/>
Katie	Huffard		Professional Staff Member, Senate Labor Comr	<input type="checkbox"/>
Don	Fierce			<input type="checkbox"/>

Information Update Page - Complete ONLY where registration information has changed.

20. Client new address

Address

CityStateZip Code - Country

21. Client new principal place of business (if different than line 20)

CityStateZip Code - Country

22. New General description of client's business or activities

LOBBYIST UPDATE

23. Name of each previously reported individual who is no longer expected to act as a lobbyist for the client

1

First NameLast NameSuffix

3

First NameLast NameSuffix

2

4

ISSUE UPDATE

24. General lobbying issue that no longer pertains

AFFILIATED ORGANIZATIONS

25. Add the following affiliated organization(s)

Internet Address:

Name	Address				Principal Place of Business (city and state or country)
	Street Address				
	City	State/Province	Zip	Country	
					City
					StateCountry
					City
					StateCountry

26. Name of each previously reported organization that is no longer affiliated with the registrant or client

1

2

3

FOREIGN ENTITIES

27. Add the following foreign entities

Name	Address			Principal place of business (city and state or country)	Amount of contribution for lobbying activities	Ownership percentage in client
	Street Address					
	City	State/Province	Country			
				City		
				StateCountry		%

28. Name of each previously reported foreign entity that no longer owns, or controls, or is affiliated with the registrant, client or affiliated organization

1

3

5

2

4

6

Printed Name and Title Mark Isakowitz, President